The Numbers Behind the Network

Delta Dental Leads the Industry

According to a recent independent study,¹ the Delta Dental PPO℠ plan delivers the industry’s best effective discount – averaging 21.1 percent nationally – resulting in more than $3.9 billion in annual savings compared to dentists’ average charges.

The size of our network plays a pivotal role in helping us deliver this industry-leading discount. In fact, Delta Dental continues to offer access to the largest network nationwide with nearly 145,000 unique individual dentists.²

<table>
<thead>
<tr>
<th>Carrier</th>
<th>Unique Participating Providers</th>
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</thead>
<tbody>
<tr>
<td>Delta Dental Premier® / Delta Dental PPO℠</td>
<td>144,965 / 91,586</td>
</tr>
<tr>
<td>CIGNA PPO</td>
<td>105,577*</td>
</tr>
<tr>
<td>MetLife PDP Plus</td>
<td>101,070</td>
</tr>
<tr>
<td>Guardian</td>
<td>90,787</td>
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<tr>
<td>Dental Network of America (DNoA)</td>
<td>89,235</td>
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</tbody>
</table>

*Includes CIGNA DNSP, Radius and Core
March 2014 Independent NetMinder Data

¹Ruark Consulting LLC’s 2013 Dental PPO Network Study
²March 2014 Independent NetMinder Data; based on the Delta Dental Premier® network
Count On Our Network Numbers
At Delta Dental, we take great steps to ensure the validity, integrity and credibility of our network numbers – allowing us to give groups and enrollees a fair and accurate assessment of the access to dental care our network provides.

- At Delta Dental, we don’t lease our networks. Our local staff members foster relationships directly with dentists.
- When dentists retire, reduce their workloads to fewer office locations or otherwise change their network status, we adjust our network numbers accordingly.
- A trusted third-party resource compiles participating provider data and analyzes it objectively – scrubbing any duplicate entries within our network and other dental benefits carriers’ networks.

Ask Your Carrier About How They Count Network Dentists
“How do you calculate the size of your network?”
“How frequently are your network numbers updated?”
“How do you lease your network or manage it directly?”
“How often will enrollees be able to seek services from their preferred dentists?”

If you’re covered by Delta Dental, you already know the answers. If you’re with another dental carrier, it might be time to ask a few questions.